

Digital Account Manager

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Company: Clarivate

Location: Japan

Category: other-general

If you're ready for a great career opportunity, now is the time to join Clarivate. The role of the SMB Business Development Manager is to uncover new business opportunities to achieve the desired new business targets in the assigned territory in Japan and develop new business potentials for the Life Science and Healthcare product line – an industry who owns and operates a collection of subscription-based product and services focused largely on analytics, data and insights. This role will be located in Tokyo, Japan office and reports into the SMB, Team Leader in Japan.

Duties/Responsibilities:

Meet and exceed New Business sales targets within Japan market.

Prospect for, support and develop new business opportunities independently.

Build and develop a robust pipeline with a clear focus on increasing deal size and velocity.

Utilize domain expertise to conceive and position value-added solutions to increase deal size.

Implement and execute on 'Sales Plays' to drive maximum cross sell growth.

Cultivate strong customer relationships creating trust and confidence with senior stakeholders to become a trusted advisor to our target customers.

Work in alignment with Pre-Sales and other sales function to contribute to territory planning and sales strategies to maximize Clarivate's footprint in Japan.

Diligent management of opportunities in C-Force ensuring all information is kept up to date at all times and relevant internal stakeholders are appraised of deal developments.

Contribute to and produce reports as required, including outlining current and proposed activities, customer visits, and on pipeline activity, sales forecasts and closing timetables.

Work with Sales Enablement, Marketing and other commercial teams to develop and execute sales campaigns and lead generation activities.

Pro-actively acquire and develop relevant market, industry and product knowledge and skills to support commercial success.

Requirements

Skills & Experience

Minimum of 5 years sales experience in a consultative selling environment.

Prior experience and in-depth domain knowledge of Life Science industry is preferred.

Proven track record of business development capability.

developing accounts through proactive prospecting.

deep discovery to understand customer workflow and content needs.

adept and cultivating strong customer relationships with senior stakeholders.

consistent achievement of commercial targets in a complex sales environment.

Excellent organizational skills and ability to manage multi-stage process pipeline.

Excellent presentation, communication, negotiation and time management skills.

Willingness to travel.

Bachelor's Degree required.

Languages as appropriate.

At Clarivate, we are committed to providing equal employment opportunities for all persons with respect to hiring, compensation, promotion, training, and other terms, conditions, and privileges of employment. We comply with applicable laws and regulations governing non-discrimination in all locations.

Cross References and Citations:

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